

Exit Strategies — The Rat Race Is Over and The Rats Didn't Win!©

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CURRICULUM

- Steps To Retirement — What Needs To Be Done and How Long Will It Take!
- The Game Plan — 10 Years, 5 Years, 2 Years, 1 Year, Now!
- Assessing Exit Options — The Number is Finite.
- Locating Your Successor — Five Ways To Do This.
- Calculating Practice Value Now and Predictions for the Future.
- Seller and Purchaser Due Diligence.
- Negotiating a Win-Win Sale and Acquisition.
- The Letter of Intent.
- Restrictive Covenants That You Can Agree Upon When You Leave.
- Defining Your Post-Retirement Employment — Employee or Contractor?
- Purchasing, Paying For and Using Technology.
- Family Practices Under the Unfair Tax Laws.
- Co-Ownership for Large and Specialty Practices — Why and Why Not?
- Why Solo Group Arrangements Make Sense.
- Mergers and Office Sharing Arrangements — What Works and What Doesn't!
- Updating Your Facility Lease for Retirement.
- When and How to Sell the Practice Building?
- Summary and Thoughts.